

Title:

Building a Strong Business Relationship

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551

Summary:

When it comes to business and sales, building a strong relationship is critical. The stronger

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Article Body:

When it comes to business and sales, building a strong relationship is critical. The stronger

Every day, make an attempt to build on the relationships you have with your customer. Don't ju

The last thing you want to do is make your customer feel like a statistic.

Let them know that their business with you is appreciated. Talk to them, strike up a non-busin

Non-business conversation puts your customer at ease and gets them talking. The more they talk

Or, you can keep it simple. For starters, get to know you customers by name, than address them

Your customer wants to be appreciated, so take a few minutes of your time to show them that yo

Another way to strengthen your relationship with your customer is to keep a Rolodex handy with

When the appropriate date approaches, send your customer a card, wether it is a holiday card,

Your customers will appreciate the fact that you remembered them on their special day. This wi

There are many reasons to build a strong relationship with your customer, but two of the reaso

One main reason is that customers value and appreciate good customer service. They want the pi

This is extremely important because your customer will have this in mind when your competition

And believe me, your competition will try to take them away. As long as you provide excellent

There is no substitute for excellent customer service.

Customer service is the most important thing to a customer, even more important than fees'.

The second reason building relationships are so important is because of the referral process.

A customer that is treated with respect and provided excellent customer service will most assu

Your most important asset is your customer, so build and strengthen the foundations you have w

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